

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS– Baltimore USEAC

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“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



January 2006 NEWSLETTER

Edited by Bryan Larson

Opportunities in South Africa: Grow your Exports to Africa's Leading Market!



Morgan Stanley

Date: February 23, 2006

Time: 8:00 a.m. to 9:30 a.m.

Place: Morgan Stanley

250 West Pratt Street

14th Floor, Baltimore

(or attend virtually – see below)

Price: \$25 per person

Access one of the world's dynamic markets – and the economic powerhouse of Southern Africa – with a LIVE webinar presentation by U.S. commercial officers from the Ron H. Brown Commercial Center in Johannesburg, South Africa.

With a special guest speaker presented by Morgan Stanley on emerging markets, with a focus on South Africa.

VIRTUAL ATTENDANCE OPTION:

Want to attend, but can't travel to the event? Participate virtually THROUGH THE INTERNET AND YOUR PHONE and watch, listen, and interact with the same presentations as those attending in-person.

[You may register online](#) or contact:

Alexander Amdur

Phone: 410-962-4539

e-mail: Alexander.Amdur@mail.doc.gov

China: Risk, Reward and How to Win May 17-19, 2006 Washington, DC

With China's accession to the WTO in 2001, this fastest-growing economy in the world offers abundant opportunities to corporations and businesses of all sizes in the West. China is predicted to become the world's second largest economic power by the year 2030. Education is the crucial first step on your journey toward success in developing business relationships with China.



This is a premier conference for American business people serious about the potential of developing the market in China. These conferences

will provide you the tools, marketing intelligence and resources you need to thrive in China, from Shanghai to Hong Kong.

No other China business event offers the range of exciting content, speakers, panels and learning opportunities that you'll find at **CHINA: RISK, REWARD AND HOW-TO-WIN. DATES, LOCATIONS & PROGRAMS** at

<http://www.buyusa.gov/chinabizconference/>

Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

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Online registration will begin in February. If you would like to be notified when registration begins, please contact Bryan Larson at the Baltimore USEAC at 410-962-6896 or Bryan.Larson@mail.doc.gov.

China Business Seminar Marketing Partner Opportunities May 17-19, 2005

Reach out to potential customers, business contacts, and Chinese government officials by becoming a Marketing Partner for the upcoming seminar, **China: Risk, Reward and How to Win**. By becoming a marketing partner, your company will be able to make the most of the premiere event on the East Coast focussing on doing business in the world's fastest growing market. Several options are available:

Luncheon - \$20,000 Exclusive

- Company to introduce keynote speaker
- Company CEO to sit at head table
- Company may name one (1) additional guest to sit at head Luncheon table
- Prominent corporate signage throughout the Conference for its duration
- Two (2) corporate luncheon tables (8ppl each) with corporate signage and preferred placement
- Company promotional items may be distributed to luncheon attendees
- Company logo on back cover of our *China Business Conference Guide*
- Company promotional items may be distributed to Conference attendees with Conference portfolios
- Exhibit booth space with preferred placement
- Five (5) Full Conference passes
- Ten (10) Evening Reception Passes
- Preferred listing in Conference Show Guide
- Weblink on Conference website
- Special mention from podium
- List of Conference attendees

Reception - \$15,000

- Company may provide remarks from the podium during Reception (up to 5 minutes)
- Company may introduce Reception Keynote Speaker(s) during reception
- Company CEO to sit at head luncheon table
- Company logo inside front cover of the China Business Conference Guide
- (1) Corporate Luncheon Table (8ppl) with corporate signage and preferred placement
- Exhibit booth
- Ten (5) Full Conference passes
- Twenty (20) Evening Reception passes
- Company logo on back cover of our *China Business Conference Guide*

- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from Luncheon podium
- List of Conference attendees

Panel - \$10,000

- Company may provide remarks from Podium during Panel (5 mins.) OR CEO (or appointed executive) to moderate Panel (if applicable) or may serve as Panel participant (if applicable)
- Company briefs all One-on-One Counseling registrants (maximum 12 per city) on third day of conference
- Company CEO to sit at head luncheon table
- One (1) corporate luncheon tables (8ppl each) with corporate signage and preferred placement
- Five (5) Full Conference passes
- Ten (10) Evening Reception Passes
- Company logo inside back cover of the *China Business Conference Guide*
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from Luncheon podium
- List of Conference attendees

Gold - \$5,000

- Corporate luncheon table (8-10ppl each) with corporate signage and preferred placement
- Two (2) Full Conference passes
- Ten (10) Evening Reception Passes
- Exhibit booth
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

Silver - \$3,500

- Two (2) Full Conference tickets (Evening Reception, Breakfast, Luncheon, Workshops, Panel).
- Five (5) Evening Reception admission passes
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

Bronze - \$1,000

- Two (2) full conference admission passes
- Prominent listing in Conference Show Guide
- Weblink on Conference website
- Special mention from luncheon podium
- List of Conference attendees

To be a local marketing partner for the conference in Washington, DC, please contact Bill Burwell at 410-962-3097 or Bill.Burwell@mail.doc.gov.

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Locating Businesses that Can Help Your Company Succeed Abroad

The Baltimore USEAC has developed a new service designed to help Maryland companies locate professional business service providers who can help with everything from translating documents to providing legal support necessary to succeeding in the international marketplace.

We invite you to visit these service provider listings in the Business Service Provider Directory at:

<http://www.buyusa.gov/baltimore/bspdirectory.html>

Accounting Support

[Shailender K. Gupta, CPA](#)

Banking and Finance

[M&T Bank](#)

Business Consulting

[XGI Consulting Solutions International](#)

Legal Services

[O'Connell & Co., American Lawyers](#)

Transportation, Freight Forwarder, & Storage

[C J International, Inc.](#)
[Samuel Shapiro & Company, Inc.](#)

Travel Facilitation

[Elite International Documents, Inc.](#)

If your company also offers business services to Maryland companies actively expanding their international sales, then we invite you to apply to be listed. Doing so will enable you to reach thousands of exporters who visit the Baltimore BuyUSA.gov website.

The benefits of the on-line directory listing include:

- Detailed company/organization description with logo and contact information
- Link to your corporate website

- On-line promotion for one full year
- Linkage to U.S. exporters

The U.S. Export Assistance Center and the BuyUSA.gov Network is part of a vast network of domestic and international offices. We assist Maryland companies and other U.S. firms in exporting by providing counseling and advice, information on markets abroad, international contacts, advocacy services, and more.

For more information and application instructions, please follow this link to the Baltimore U.S. Export Assistance Center website:

<http://www.BuyUSA.gov/baltimore/bspinformation.html>

Argentina and Uruguay, the South American River Plate Region

I. Why River Plate

The River Plate region, composed of Argentina and Uruguay, offers a strategic location for trade with MERCOSUR ([South American Common Market](#)) and

the rest of Latin America. With a population of 42 million inhabitants, the River Plate region is larger than the United States east of the Mississippi River.



Argentina and Uruguay are founding members of the ALADI (Association for Latin American Integration), created in 1980 with the long-term goal of establishing a Common Market. Both countries are also members of the MERCOSUR, which includes Brazil and Paraguay. With some exceptions, MERCOSUR goods are traded duty-free among its members, who have also established a common external tariff for products entering the MERCOSUR area.

Argentina and Uruguay are longstanding stable democracies with robust economic growth, and competitive, skilled and highly educated labor forces. U.S. companies will encounter excellent opportunities to do business successfully in both countries.

II. Best U.S. Export Prospects

These are the industries that Argentina and Uruguay have identified as best prospects:

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Argentina

Commercial Sectors: Electric Power Systems, Agricultural Machinery, Equipment and Parts, Industrial Chemicals, Food Processing and Packaging Equipment and Parts, Medical Equipment and Supplies, Residential Building Materials and Supplies, Information Technology, Mining Machinery and Equipment, Telecommunication Services, Travel and Tourism Services, Plastic Extrusion Machinery, Security and Safety Equipment, Hotel and Restaurant.

Agricultural Sectors: Animal Genetics (Bovine Semen), Food Ingredients, and Planting Seeds. Detailed information on these sectors may be obtained [here](#).

Uruguay

Commercial Sectors:

Agricultural Machinery/Forestry, Telecommunications Equipment, Fertilizers, Medical Equipment, Chemicals, and IT-Computer Hardware.



Agricultural Sectors: Food and Beverages, and Food Ingredients.

Detailed information on these sectors may be obtained [here](#).

III. Doing Business in River Plate

The following are some useful tips for U.S. exporters interested in entering the Argentine or Uruguayan markets:

- Foreign manufacturers with sustained sales in the River Plate countries generally use the services of an agent or distributor. A U.S. firm with a local representative has the advantage of keeping up-to-date with local market conditions as well as changes in policies affecting trade.
- Personal relationships are fundamental when doing business in the River Plate. Success requires taking the time to develop a close personal relationship with the representative, agent, or distributor.
- U.S. manufactured products are regarded as high in quality but occasionally lose price competitiveness vis-à-vis regional products. Also, they are sometimes rated poorly when it

comes to financing, which is an important factor in sales in both Argentina and Uruguay. American manufacturers offering flexible, innovative, and competitive credit terms will overcome a difficult hurdle in achieving export sales to the region.

The following are some practical tips to successfully approach River Plate consumers:

- Locate a representative or distributor
- Have Spanish language capacity
- Furnish materials in Spanish
- Have a long-term outlook
- Personalize your approach
- Be consistent in attention to service and delivery
- Provide fair credit terms
- Dot your I's and cross your T's (lawyers and accountants)
- Protect your trademarks and other intellectual property

The U.S. Commercial Service provides a wide range of services to help U.S. companies enter and expand their businesses in the River Plate region. For detailed information on products and services provided by CS Buenos Aires, click [here](#).

IV. Upcoming Events

Participating in trade events is an excellent way to explore opportunities in the River Plate region. U.S. companies can get high-profile exposure for their products and services by taking advantage of the many trade event options the U. S. Commercial Service offers in Argentina and Uruguay.

The U.S. Commercial Service in Buenos Aires and Montevideo will be hosting a multi-state trade mission and catalog exhibition in April 2006. To obtain detailed information on this and other trade events, contact [CS Buenos Aires](#) and [CS Montevideo](#).

Click [here](#) to access to trade events directories online. A full listing of events in Uruguay can be accessed [here](#).

Dunbar Armored Announces New Global Logistics General Manager

Dunbar Armored Inc. of Hunt Valley, Maryland, parent company of Dunbar International, has announced the promotion of Mike West, formerly Director of Sales and Marketing to Vice President and General Manager of Dunbar Global Logistics.

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"For the past 13 years, Mike West has helped to grow our international capabilities with his tenacity and knowledge of international markets, so I am especially pleased to announce his promotion to the position of Vice President and General Manager of Dunbar Global Logistics" said C. Martin Fisher, Executive Vice President of Dunbar Armored. "In his new role, Mike will function as the focal point for development of our global operations and coordinate with his colleagues to ensure optimal customer service and international sales growth" Fisher added.

As the newly appointed Vice President and General Manager of Dunbar Global Logistics, Mr. West says that he looks forward to growing the Dunbar brand globally using a three-pronged strategy. The elements of his growth strategy include: 1) penetrating new international markets through strategic alliances, partnerships and franchising. 2) enhancing domestic market share by introducing new services and 3) servicing new commodities and utilizing technology to increase the value proposition to all customers. Shippers interested in secure international transportation of their cargo through the Dunbar Global Logistics network may contact Mike West directly at 800-888-2129 x1732.

As a result of West's promotion, Dunbar is now seeking a new Director for Sales and Marketing. If interested, please contact Sean Gibbons, Director of Corporate Communications, at Tel: 410-229-1764 or sean.gibbons@dunbararm.com

Lt. Governor Steele Leads MIDC Trade Mission to Israel; Announces Maryland/Israel Incubator Partnership

During his trade mission to Israel from November 5 to 11, 2005, Maryland Lt. Governor Michael S. Steele announced the formation of the Maryland/Israel Incubator Partnership, a unique program between Maryland and Israeli incubators to welcome each other's companies and provide up to six months free office space. The Emerging Technology Center in Baltimore and the Misgav Technology Center in the Galilee are the first incubators to participate in the program. Four other Maryland and Israeli incubators will be joining the program.

Global Medical Networks of Israel is the first company participating in the program. Developers of medical

information systems, Global Medical Networks is opening their U.S. office at the Emerging Technology Center.

The purpose of Lt. Governor Steele's trip was to expand Maryland's economic ties with Israel and build on the programs Governor Robert L. Ehrlich, Jr., initiated during his trade mission to Israel in 2003. Participants in the trip included MIDC Chairman Hanan Sibel and Executive Director Barry Bogage; Henry Yaffe, CEO, New Ridge Technologies; Janis Peters, Senior Business Development Manager, Montgomery County Department of Economic Development; Paul Ellington, Chief of Staff, Office of the Lt. Governor; and Ed Miller, Deputy Chief of Staff, Office of Governor Robert Ehrlich, Jr.

Lt. Governor Steele met with Israel's top homeland security officials including Minister of Public Security Gideon Ezra and National Security Advisor Giora Eiland, to follow up on the Maryland/Israel partnership on homeland security that Gov. Robert Ehrlich initiated two years ago. The partnership is pursuing two tracks: professional exchanges between Maryland and Israel's homeland security officials and economic development opportunities between companies. The professional exchanges have included Maryland hosting an international US-Israel Critical Infrastructure Security Conference and a delegation visit of Maryland's senior security officials to Israel. The economic development track has led to two Israeli homeland security companies opening offices in Maryland.

Lt. Governor Steele also spoke at the Gateway Exhibition of the Prime Minister's Conference on Exports and International Cooperation and met with several Israeli technology businesses, five of which are opening offices in Maryland:

Global Medical Networks, Baltimore, www.globalmedicalnetworks.net

GMN LogoGlobal Medical Networks has developed a technology to build patient-centric eHealth Networks (LifeOnKey®) to automatically integrate patient medical data from different sources and display it on a secure information network accessible to patients and medical professionals.

Disksites, Gaithersburg, www.disksites.com

Diskites LogoDiskSites, founded in 1999, has developed technology, which allows an enterprise to maintain all corporate data in a single storage unit at the data center, rather than dispersed throughout branch offices. This saves money and increases productivity by allowing companies to consolidate servers, centralize data backup

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and storage, and enhance disaster recovery and business continuity.

Storewiz, Gaithersburg, www.storewiz.com

Storewiz LogoStorewiz was founded by a team of seasoned experts with many years experience in Israel's dynamic high tech sector, including CheckPoint Technologies, ECI Telecom, Amdocs, and Comverse Systems. The company's flagship product is an appliance installed between an organization's servers and its IP network that typically provides 100 to 200 percent savings in file capacity with related savings in capital, operations, maintenance, space and management resources.

Camero Inc., Gaithersburg, www.camero-tech.com

Camero LogoCamero Inc, established in 2004, is developing "Through-Wall Imaging" technology that utilizes the company's proprietary antenna, signal and image processing technologies to generate a 3D image of objects concealed by solid barriers such as walls whether made of cement, plaster, brick, reinforced concrete or wood. The system is initially targeted for fire and rescue operations, law enforcement and Special Forces. Initial applications include rapid location of people and situations behind walls to protect the lives of homeland security personnel entering unknown and potentially hostile situations.

CONTROP Precision Technologies, Columbia,
www.controp.co.il

Controp LogoFounded in 1988, CONTROP designs and manufactures high performance stabilized observation payloads used for day and night surveillance on unmanned air vehicles, helicopters, light aircraft, ground vehicles and boats. The company also makes intruder detection systems, thermal imaging and other specialized cameras and antenna pedestals.

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

South Africa Seminar

February 23, 2006

Baltimore, MD

Cost: \$25 per person

Contact: Alexander Amdur at 410-962-4539 or

Alexander.Amdur@mail.doc.gov

Access one of the world's dynamic markets – and the economic powerhouse of Southern Africa – with a LIVE webinar presentation by U.S. commercial officers from the Ron H. Brown Commercial Center in Johannesburg, South Africa, with a special guest speaker presented by Morgan Stanley on emerging markets, with a focus on South Africa. Want to attend, but can't travel to the event? Participate virtually THROUGH THE INTERNET AND YOUR PHONE and watch, listen, and interact with the same presentations as those attending in-person.

Asia Pacific Business Outlook Conference

April 3-4, 2006

Los Angeles, CA

Cost: Early Registration, \$675 (By March 3)

Regular Registration, \$775 (After March 3)

USDOC Registration Code: DOC2006

Contact: For more information <http://www.apbo2006.com>

APBO, hosted by the University of Southern California in Los Angeles, with the full support of the U.S. Commercial Service, is the longest running, most successful regional conference of its kind focusing specifically on Asian markets. This conference has made a difference for U.S. exporters, and has become the premier U.S. commercial trade event focusing on the Asia Pacific region.

APBO 2006 brings the experts closer to you with 14 Senior Commercial Officers from American embassies, consulates and institutes in the following economies: Australia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Philippines, Singapore, Taiwan, Thailand, and Vietnam. They will speak in small-group workshops and be available for private one-on-one consultations with registered APBO participants.

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15th Biennial World Congress on Information

Technology

May 1-5, 2006

Austin, Texas

For more information visit: <http://www.wcit2006.org>

The 15th Biennial World Congress on Information Technology (WCIT) will be a dynamic gathering of an estimated 2,000 global IT leaders from business, government and academia. Delegates will include cabinet-level executives, heads of state, ministers of IT, top academics and world-renowned scientists. Delegates will come prepared to discuss IT policy issues, direct the future of technology, and to drive both economic and revenue decisions for their respective organizations.

Food Marketing Institute's Supermarket Convention & Educational Exposition

May 7-9, 2006

Chicago, Illinois

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

The Food Marketing Institute's Supermarket Convention & Educational Exposition is the largest, most comprehensive event of its kind in the world. It is the premier show for Supermarket retailers and wholesalers now offering 5 shows in one location (The FMI Show, Fancy Food Show, U.S. Food Export Showcase, United Produce Expo and Conference, and All Things Organic), over 1000 exhibitors, targeted educational sessions, group incentives, and a worldwide audience. The International Trade Center (ITC) also offers a wide array of services to make it as easy as possible for international attendees to exchange information with their peers and meet with U.S. suppliers to discuss import/export opportunities.

For more detailed information about FMI 2006 and other FMI events the official website can be seen below:

<http://www.fmishow.org>

China: Risk, Reward and How to Win!

May 17-19, 2006

Washington, DC

Cost: \$200

Contact: Contact Bryan Larson, Baltimore USEAC, at 410-962-6896 or Bryan.Larson@mail.doc.gov or register online at <http://www.buyusa.gov/chinabizconference/>

This conference will provide you the tools, marketing intelligence and resources you need to thrive in China, from Beijing to Hong Kong. No other China business event offers the range of exciting content, speakers, panels and learning opportunities. Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

The International Franchise Expo

June 2-4, 2006

Washington, DC – Washington Convention Center

For more information visit: www.franchiseexpo.com

The IFE presents attendees with a wide variety of seminars on all aspects of franchising, some of which are targeted specifically for international attendees. Many are provided free as part of the cost of admission and others, which are in-depth seminars are accompanied by comprehensive course materials require registration and a fee. MFV Expo, the show organizer, is offering a 50 percent discount on the pre-registration for the in-depth seminars.

International

Aerospace Executive Service (AES) at Asian Aerospace 2006

February 20-21, 2006

Changi Exhibition Centre, Singapore

Contact: Eric Nielsen, U.S. Commercial Service – Tucson, at (520)670-5540 or eric.nielsen@mail.doc.gov

The U.S. Commercial Service Aerospace & Defense Team will offer a unique way for U.S. firms to participate at Asian Aerospace 2006.

Asian Aerospace brings the world's main players in aviation and defense technologies to Singapore. It is Asia's leading showcase of commercial and military aircraft components, maintenance equipment, defense systems and airport equipment/systems. Attendees will benefit from the following:

- 2 days of pre-scheduled meetings with potential partners, agents, and buyers (February 20-21, 2006) in advance of the exhibition
- One show entry pass per company representative
- Copy of the official Asian Aerospace Exhibitor's Directory
- One invitation to U.S. Ambassador's Reception per company representative
- Pre-show market briefing
- Shared 18sqm booth at Asian Aerospace to use for meetings and to display company literature (presumes 12 participating U.S. companies)
- Base of operations and access to all amenities in official U.S. Pavilion including shared office suite, equipment, services, and lounge when not in use for one-on-one Asia Now Appointments
- Coordination with U.S. Commercial Service aerospace industry specialists in Asia
- On-site AES Program coordination

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U.S. Pavilion at China Building 2006

February 28-March 3, 2006

China International Exhibition Center (CIEC) in Beijing
Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

With an 11-year track record, this exhibition is one of the most established events of its kind in Asia, showcasing an extensive array of companies dealing in building construction materials, equipment, and services. Currently, Beijing is in the midst of unprecedented level of construction activity, including: - Investment of over \$3.5 billion in stadiums and facilities for the 2008 Olympics, with nearly \$29 billion in Olympics-related infrastructure development by 2008 - Real estate investment of over \$33 billion by 2005 with a total market scale of approximately \$60 billion Last year's show was a major success and included a sold-out 16-booth American Pavilion. Several export successes were documented during the show. Our next China Building event is anticipated to have an even larger Pavilion, allowing U.S. companies an unequalled opportunity to showcase their products & services to Chinese buyers.

BioSquare

March 8 to 10, 2006

Geneva, Switzerland

Contact: Bernadette G. Musselwhite, Montgomery County, at Bernadette.Musselwhite@montgomerycountymd.gov or 240-777-2045

The Maryland Department of Business and Economic Development, the Montgomery County Department of Economic Development and MdBio will have a 12 square meter booth and would welcome Maryland companies making use of it as a place to meet people and display company materials. Last year, several Maryland companies participated in BioSquare in Lyon. They found that the partnering sessions were well organized and that the conference provided good access to high-level executives in European, Japanese and American companies. These companies included large pharmaceuticals firms looking for in-licensing opportunities, venture capital groups, and small- and medium-sized biotech companies. BioSquare 2006 is a unique platform for the top management of biotechnology companies to meet with key research and business development executives from the pharmaceutical, nutraceutical, agriculture, food, and finance industries. At BioSquare 2005, 4500 one-on-one partnering meetings took place. For further information on BioSquare and to register, please go to

<http://www.ebdgroup.com/biosquare/>

Sicurezza and Sicurtech Expo 2006

March 15-18, 2006

Milan, Italy

Contact: Maria Calabria, U.S. Commercial Service, Rome, Italy, by fax (+39 06 4674 2113) or E-mail Maria.Calabria@mail.doc.gov

Sicurezza is an international security sector event held in Italy. This edition will run simultaneously with the **Sicurtech** show, focusing on technologies for fire fighting, workplace safety and hygiene and civil defense. Both shows are organized by Fiera Milano Tech S.p.A. Additional information regarding this trade show can be found by consulting the following website:

<http://www.intelshow.com/fi/hpsicurezza6/1.4946.e.00.html>

Sicurtech Expo showcases the most efficient and innovative technology for workplace safety and health, hazard prevention, fire-fighting and emergency relief in case of natural disaster. Hazard prevention and safety are issues that are increasingly drawing the attention of the general public, the media, the business community and policymakers. Growing demand for greater safety is prompting the industry of the sector to rise up to the concern by rolling out swift and dependable products.

U.S. Microelectronics Trade Mission

March 20-23, 2006

Shanghai, China

Contact: Marlene Ruffin, Project Manager at 202-482-0570 or Marlene.Ruffin@mail.doc.gov

The U.S. Microelectronics Trade Mission will coincide with the highly acclaimed annual Shanghai exhibition Electronica and Productronica China 2006 – co-located with SEMICON China. An ideal way to establish or maintain a competitive position in China's lucrative market, this mission is open to representatives of U.S. firms specializing in the design, manufacture, and distribution of a range of microelectronics products, including semiconductor devices, IC design, semiconductor manufacturing equipment, clean room equipment, and electronics packaging/interconnects.

Oceanology International 2006

March 21-23, 2006

London, UK

Cost: \$400

Contact: Alexander Amder, Baltimore USEAC, at 410-962-4539 or Alexander.Amder@mail.doc.gov

The U.S. Commercial Service office in London will host a **Product Literature Center (PLC)** in conjunction with the U.S. National Oceanic & Atmospheric Administration (NOAA) at **Oceanology International 2006**, one of the world's largest marine science and ocean technology exhibitions. The Product Literature Center provides a cost-effective way to raise the profile of U.S. companies from a variety of sectors within the UK and Europe.

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High Technologies 2006

March 22-23, 2006

Tel Aviv, Israel

Cost: \$400 - \$700

Contact: Bryan Larson, Baltimore USEAC, at 410-962-6896 or Bryan.Larson@mail.doc.gov

The U.S. Commercial Service at the U.S. Embassy in Israel is recruiting American companies for a catalog show at the High Technologies 2006 conference and exhibition. More than 90% of the exhibitors are importers & distributors. The Catalog Show is a low-cost and potentially effective way for U.S. companies to evaluate market potential, gain exposure, and explore business opportunities in Israel. See our website for more information and to register online:

<http://www.buyusa.gov/israel/en/hitech.html>

SOFEX '06 – International Special Operations Exhibition & Conference

March 27-30, 2006

Amman, Jordan

Contact: Marketing International Corporation at 703-527-8000 or see the official website of www.sofexjordan.com for information on exhibiting or attending

Over the past 10 years, SOFEX has gained acknowledgement as the premier event of its kind in the Middle East and North Africa. The event brings together small and medium-sized companies and major international manufacturers to meet with the region's defense ministers, chiefs of staff, ministers of interior, senior army commanding generals, law enforcement officials, top government decision makers, and corporate officials. Over 420 exhibitors from 15 countries are expected to participate in 2006, while 10,500 military and business visitors from 23 countries, hundreds of journalists and media personnel, and 15 foreign military delegations with over 200 government and military VIP officials are expected to attend. The event is not open to the public.

Expo USA 2006 – Regional MERCOSUR

March 27-April 4, 2006

Locations: Riberão Preto and Porto Alegre, Brazil

Montevideo, Uruguay & Rosario, Argentina

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

A Multi-State Catalog Exhibition, offers an affordable way for small and mid-sized U.S. firms to gain valuable exposure and business contacts in four markets in Argentina, Brazil, and Uruguay holding clear potential for U.S. products, services, and technology across a broad range of industry sectors. "Expo USA - Region MERCOSUR" in March 2006 will promote U.S. product literature, video presentations, and other audiovisuals to hundreds of business visitors at each location.

International Dental Exhibition and Meeting 2006 (IDEM)

April 7-9, 2006

Singapore

Contact: Carol Rudman, U.S. Department of Commerce, 202-482-0905 or carol.rudman@mail.doc.gov

U.S. companies showcasing the latest dental products and technology at IDEM 2006 Singapore, can profit from the show's broad international exposure. There will be opportunities to forge new business relationships, tap new resources, and expand exports in the ever-growing Asia-Pacific market. U.S. Department of Commerce Officials have once again included **IDEM 2006** in USDOC's Trade Fair Certification Program and solidly support this premier international dental event in Asia.

Analytica 2006

April 25-28

Munich, Germany

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov

Analytica has established itself as an internationally unique trade fair for marketable processes, products, applications and services for the entire range of laboratory uses. Besides focusing on the latest industry trends, its objective is to depict the entire value-added chain in these application fields. The broad-based exhibition program covers the fields of instrumental analysis, biotechnology, diagnostics, laboratory technology, measuring and testing technology and quality control. What distinguishes Analytica from the other trade shows is the fact that it is a recognized character as leading exhibition, it completely depicts value-added chain for laboratories in industry and research, it contains an international mix: 36% of all exhibitors and 30% of all visitors come from countries other than Germany, it is increasingly important as an exhibition platform for Biotechnology and life sciences, it is a platform for the exchange of information and transfer of know-how in the Analytica Conference and Analytica Forum, and it focuses on growth segments such as bioprocess technology and laboratory automation.

Food Expo 2006

May 2006

Kazakhstan

For additional information Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

Food Expo 2006 is the largest and most internationally focused food and agro industry event in Central Asia. This trade show is co-located with Consumer Expo 2006, a significant regional event in Kazakhstan's consumer goods sector. As the government of Kazakhstan moves to promote diversification of its economy into the non-oil sector, and interest by its citizens in foreign food products increases, U.S. suppliers will find a growing market for their technologies and

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

products. U.S. Commercial Service in Almaty will host a product literature center, at this trade show, which will offer U.S. companies a low-cost, yet effective, opportunity to explore Kazakhstan's market for imported food products. Besides staffing the booth and receiving and passing on, qualified inquiries on behalf of U.S. clients, the U.S. Commercial Service in Almaty also will translate participants' product information summaries into Russian. After the event, participants will receive reports on qualified trade leads and useful market insights.

- Broad range of healthcare products and services promoted, including products in the IT-healthcare sector, a burgeoning area in all three markets
- Industry experts in each host country will bring high-quality business contacts to meet with you.

Rebuild Iraq 2006 Certified Trade Fair

May 8-11, 2006

Amman, Jordan

Contact: <http://www.kallman.com>, Giles Hazel of Kallman
Worldwide at 201-251-2600 or gilesh@kallman.com.

The third annual Rebuild Iraq 2006 will bring together buyers, manufacturers, suppliers, contractors and specifiers, giving them direct access to decision makers, project directors, government officials and a variety of people who are involved in the economic rebirth of Iraq. This will be an opportunity to evaluate first hand the trade and investment opportunities that Iraq has to offer. Prime U.S., British and other international contractors and regional subcontractors -- who are the leading buyers in Middle East markets -- will attend.

SVIAZ/EXPO COMM Moscow 2006

May 10-13, 2006

Moscow, Russia

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539
or Bryan.Larson@mail.doc.gov

More than 72,000 attendees visited the 872 exhibiting companies from 33 countries during SVIAZ/EXPO COMM MOSCOW 2005. These individuals included manufacturers from the CIS and Baltic States showcasing their latest technologies and products in the fields of telecommunications, networking, wireless technologies, Internet, satellite, computers and peripherals, broadcasting and electronics on nearly 26,000 square meters of show floor at SVIAZ/EXPO COMM MOSCOW. In 2006, with the addition of the new USA Pavilion, you will have an even greater opportunity to exhibit your U.S. telecommunications and IT products.

Healthcare Trade Mission AND Trade Show

May 22-27, 2005

Athens, Greece; Zagreb, Croatia; Bologna, Italy

Contact: Bill Kutson, U.S. Commercial Service, at 202-482-2839 or William.Kutson@mail.doc.gov

Are you looking to grow your exports? Mark your calendar and join the U.S. Department of Commerce's Healthcare Trade Mission to meet with prospective distributors, resellers, and strategic partners. This mission also offers:

- One-on-one appointments in all three markets
- Your own turnkey booth at Exposanita, Italy's premier trade fair and the second largest medical trade show in the European Union

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